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OFFICE OF TRAINING (SPECIAL)

DIRECTIVE

Vault No. 302

Ref. Copy

COURSE: Basic Intelligence Course (CS)

SUBJECT: Introduction to Area Surveys HOURS: 1

METHOD OF PRESENTATION: Lecture INSTRUCTOR: [REDACTED]

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OBJECTIVES OF INSTRUCTION:

1. To demonstrate the value of the area survey lectures to the CS Intelligence Officer.
2. To motivate and prepare students to acquire area knowledge.

SUMMARY OF PRESENTATION:

1. Remarks on the area survey lectures which follow.
2. Barriers to accomplishment of Clandestine Services mission.
 - a. Opposition's security measures.
 - b. Deception.
 - c. Misunderstanding.
3. Role of area knowledge in overcoming these barriers.
4. Definitions and examples.
5. How to acquire area knowledge.

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SUBJECTS WITH WHICH COORDINATION IS REQUIRED:

REFERENCES: Most of this illustrative material is sterilized CIA operational experience derived from interviews with officers of various area divisions and from examination of case histories.

REMARKS:

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Lecture Outline

Introduction to Area Surveys


- I. Introduction:
 - a. General introduction addressing lecture to old hands, newcomers, Headquarters personnel, persons destined for overseas assignments, area division personnel, and persons whose functions cross area lines. We are all intelligence officers.
 - b. Specific introduction:

The purpose of the area surveys you will hear during the coming week.

The reasons for speaking about area knowledge or area information, as opposed to intelligence techniques in this hour.
- II. The general nature of the clandestine services mission.
- III. Barriers to the collection of that small segment of intelligence information which must be gathered by clandestine means.
 - a. Security measures.
 - b. Deception.
- IV. Weapons with which we may overcome these barriers.
 - a. Clandestine activities tradecraft.
 - b. Area knowledge.
- V. The human instruments through which we accomplish our mission . . . the agent, who is the extension of the case officer.
 - a. What we must expect of the agent, and the personal implications of what he does for us.
 - b. Consequently, the absolute necessity that the agent have confidence in and respect for the American case officer. This derives from case officers' competence in clandestine activities tradecraft, his knowledge of the area and the people with whom he is dealing, and beyond that of course knowledge of the particular individuals whom he supervises.
- VI. What is area knowledge? and who needs it?
 - a. Physical geography. Illustrative anecdotes.
 - b. Language. Illustrative anecdotes.

- c. Manners and customs of the area.
- d. Recent history of the area.
Corollary to this is knowledge of our own country and its political system and objectives.
- e. Social organization.
Economic organization
- f. Knowledge of leading political personalities, parties, factions, and developments.

VII. Review of who needs area knowledge, and for what purposes.

- a. In the field. Chief of mission.
Operations officer.
Case officer.
Reports officer.

Administrative help.
- b. In headquarters. Opposite numbers of field personnel on area division desks.

Those responsible for support of overseas operations in finance, etc.

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VIII. How do I get area knowledge? The need for guidance.

- a. Language laboratory facilities at HQ, and opportunities in the field.
- b. Briefing and bibliographic knowledge available from your area division and your training liaison officers.
- c. Last word of advice.

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